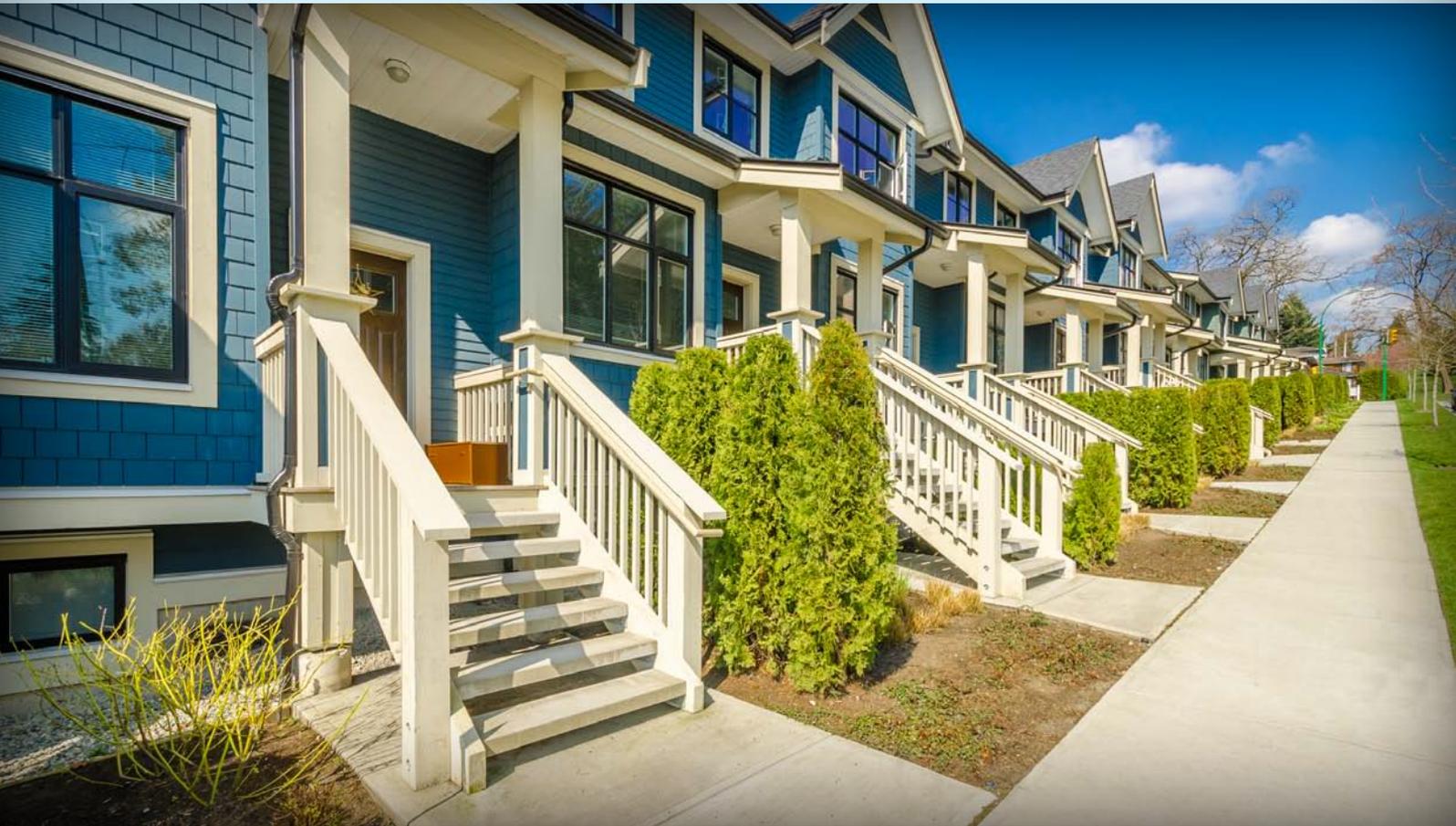


**Go to pg. 16  
for Alex Wang**

# 2014 REAL *Trends* THE THOUSAND

AS ADVERTISED IN **THE WALL STREET JOURNAL.**



## **TOP 250 REAL ESTATE SALES PROFESSIONALS**

**Ranked by Transaction Sides**

**Ranked by Sales Volume**

## **TOP 250 REAL ESTATE SALES TEAMS**

**Ranked by Transaction Sides**

**Ranked by Sales Volume**

# 2014 REAL Trends THE THOUSAND

AS ADVERTISED IN THE WALL STREET JOURNAL.

## Table of Contents

Publisher's Letter .....	5
2014 Top 250 Real Estate Professionals by Transaction Sides .....	7
2014 Top 250 Real Estate Professionals by Sales Volume .....	23
Analysis of The Thousand .....	39
2014 Top 250 Real Estate Teams by Transaction Sides .....	41
2014 Top 250 Real Estate Teams by Sales Volume .....	57

Copyright ©2014 REAL Trends, Inc. All rights reserved.

*In composing The THOUSAND by REAL Trends as advertised in The Wall Street Journal and the REAL Trends Best Real Estate Agents in America rankings we reach out to request applications to virtually every leading brokerage organization, virtually all Realtor® associations and MLSs and a variety of other sources. Even given this we recognize that not every eligible sales professional knows of this ranking report and there are some who prefer not to share their data with us. There are some that are missed. We do verify through third party sources every applicant's submission.*



LEADING  
REAL ESTATE  
COMPANIES®  
*of* THE WORLD

# WE SALUTE OUR ASSOCIATES AND CONGRATULATE THE THOUSAND.



We salute the sales associates from our affiliate firms who are recognized on *The Wall Street Journal* and *REAL Trends* prestigious ranking of The Thousand. These associates are part of our powerful global network of 500+ market-leading firms with 120,000 associates in nearly 50 countries. Together, these professionals send more than 40,000 referrals to trusted members each year – more than any other network. This impressive performance reflects our affiliates' mastery of "The Art of the Introduction" and their ability to offer valued clients services worldwide. Leading Real Estate Companies of the World® associates also benefit from a robust menu of industry-leading services in technology, marketing, education and lead generation.

Congratulations to the individual and team real estate sales professionals who qualified to be part of this year's **REAL Trends The Thousand** as advertised in *The Wall Street Journal*. In an industry that has nearly one million people involved in residential real estate sales, the fact that you have achieved the level of sales it takes to be in this esteemed group is outstanding and rather incredible.

These superb professionals closed 155,193 sides and more than \$58 billion in sales volume in 2013—a new record for this group. It is incredible to consider that 1,000 sales professionals and teams could accomplish so much in a market that is still recovering.

We could not have assembled this ranking of the nation's finest and most productive real estate sales professionals without the assistance of the leaders of this industry. We thank the leaders of the nation's largest real estate brands and networks, many of the leaders of local and state associations of Realtors® and the leaders of many multiple listing systems for their efforts to support the compilation and verification of the data that applicants submitted to REAL Trends.

This is the ninth year REAL Trends has created the ranking of the top sales professionals in the United States in partnership with *The Wall Street Journal*. Generally, our application process begins in January when we send applications to those who qualified in past years. Then, we contact national real estate brands so that they may encourage sales associates and teams to apply. We also work directly with all brokerage firms ranked on the REAL Trends 500 and Up-and-Comers and virtually every local and state association of Realtors®. We invite each of these parties to either submit qualified candidates to us or to let us know who may be qualified, and then we reach out to them directly.

We require third-party independent verification on every sales professional and team. These take many forms, but the source for the verification must be independent of the sales professional or team that submits an application. We make no exceptions to this rule. We also verify whether a person submitting is an individual sales professional or part of a team as we rank them separately.

---

It is important to note that while we reached out to more 2,000 separate realty organizations in the United States in an attempt to reach every sales professional who might qualify to be ranked on this list we feel it is highly likely that there are some fine real estate sales professionals who are not listed here. Some may not be here because they did not want to apply and others because the word of this ranking did not reach them. Thus this REAL Trends The Thousand as advertised in *The Wall Street Journal* may not be a complete list.



A handwritten signature in black ink that reads "Stephen H. Murray".

Stephen H. Murray  
Publisher



A handwritten signature in black ink that reads "Jaime O'Connell".

Jaime O'Connell  
Real Estate Analyst



# THE THOUSAND 2014

AS ADVERTISED IN THE WALL STREET JOURNAL.



## Top 250 Individual Real Estate Professionals by Sales Volume

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
1.	<b>Ben Caballero</b> Addison, TX	HomesUSA.com, Inc.	\$737,163,298
2.	<b>Kurt Rappaport</b> Beverly Hills, CA	Westside Estate Agency	\$594,653,772
3.	<b>John Burger</b> New York, NY	Brown Harris Stevens	\$422,646,500
4.	<b>Tim Davis</b> Southampton, NY	The Corcoran Group/NRT	\$422,218,500
5.	<b>Drew Fenton</b> Beverly Hills, CA	Hilton & Hyland	\$404,704,000
6.	<b>Mauricio Umansky</b> Beverly Hills, CA	The Agency	\$367,412,422
7.	<b>Chris Cortazzo</b> Malibu, CA	Coldwell Banker Residential Brokerage/NRT	\$325,450,909
8.	<b>Stanley Lo</b> Burlingame, CA	Green Banker	\$300,526,300
9.	<b>Tracy Campion</b> Boston, MA	Campion and Company Fine Homes Real Estate	\$279,693,000
10.	<b>Billy Rose</b> Beverly Hills, CA	The Agency	\$273,782,328
11.	<b>Harald Grant</b> Southampton, NY	Sotheby's International Realty/NRT	\$267,758,810
12.	<b>Aaron Kirman</b> Beverly Hills, CA	John Aaroe Group	\$258,874,500
13.	<b>David Offer</b> Brentwood, CA	Berkshire Hathaway HomeServices California Properties	\$244,288,999
14.	<b>Tami Pardee</b> Venice, CA	Pardee Properties	\$240,796,380
15.	<b>Jade Mills</b> Beverly Hills, CA	Coldwell Banker Residential Brokerage/NRT	\$228,930,045

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
16.	<b>Craig Morris</b> Aspen, CO	Aspen Snowmass Sotheby's International Realty	\$227,603,250
17.	<b>Susan Breitenbach</b> Bridgehampton, NY	The Corcoran Group/NRT	\$227,159,000
18.	<b>Lisa Lippman</b> New York, NY	Brown Harris Stevens	\$224,713,580
19.	<b>Nina Hatvany</b> San Francisco, CA	Pacific Union Real Estate	\$210,439,735
20.	<b>Serena Boardman</b> New York, NY	Sotheby's International Realty/NRT	\$205,828,500
21.	<b>Christian Angle</b> Palm Beach, FL	Christian Angle Real Estate Inc.	\$202,316,025
22.	<b>Jim McCann</b> Palm Beach, FL	The Corcoran Group/NRT	\$195,045,750
23.	<b>David W. Roberts</b> Boca Raton, FL	Royal Palm Properties	\$193,649,978
24.	<b>Gary Depersia</b> East Hampton, NY	The Corcoran Group/NRT	\$190,930,500
25.	<b>Linda May</b> Beverly Hills, CA	Coldwell Banker Residential Brokerage/NRT	\$186,340,812
26.	<b>Rob Giem</b> Newport Beach, CA	HÔM Sotheby's International Realty	\$185,922,500
27.	<b>Jeff Hyland</b> Beverly Hills, CA	Hilton & Hyland	\$174,290,000
28.	<b>Raju Chhabria</b> Hermosa Beach, CA	Shorewood Realtors	\$171,690,574
29.	<b>Nancy Taylor Bubes</b> Washington, DC	Washington Fine Properties, LLC	\$168,895,005
30.	<b>Walt Danley</b> Scottsdale, AZ	Walt Danley Realty	\$167,105,094
31.	<b>Brian Bair</b> Gilbert, AZ	Liberty Properties and Associates / Realty 360	\$160,796,133

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
32.	<b>Michael G. Lawler</b> Naples, FL	Premier Sotheby's International Realty	\$157,361,000
33.	<b>Keri Nicholas</b> Menlo Park, CA	Coldwell Banker Residential Brokerage/NRT	\$154,489,865
34.	<b>Kyle Blackmon</b> New York, NY	Brown Harris Stevens	\$154,405,000
35.	<b>Ben Bacal</b> West Hollywood, CA	Rodeo Realty	\$152,150,000
36.	<b>Mike Seder</b> The Woodlands, TX	RE/MAX The Woodlands & Spring II	\$148,979,564
37.	<b>Laura Barry</b> Rancho Santa Fe, CA	Barry Estates, Inc.	\$147,678,165
38.	<b>Bill Earls</b> Naples, FL	John R. Wood Properties	\$146,400,000
39.	<b>Jennifer Ames</b> Chicago, IL	Coldwell Banker Residential Brokerage/NRT	\$144,419,585
40.	<b>Beate Moore</b> Bridgehampton, NY	Sotheby's International Realty/NRT	\$143,700,000
41.	<b>Dana Trotter</b> Bridgehampton, NY	Sotheby's International Realty/NRT	\$140,140,000
42.	<b>Brigitte Senkler</b> Concord, MA	Coldwell Banker Residential Brokerage/NRT	\$139,720,441
43.	<b>Michael Schultz</b> East Hampton, NY	The Corcoran Group/NRT	\$139,540,000
44.	<b>Mark McFadden</b> Washington, DC	Washington Fine Properties, LLC	\$137,214,694
45.	<b>Paul Benson</b> Park City, UT	Summit Sotheby's International Realty	\$136,041,113
46.	<b>Jean Merkelbach</b> Zephyr Cove, NV	Sierra Sotheby's International Realty	\$134,722,750
47.	<b>Dawn McKenna</b> Hinsdale, IL	Coldwell Banker Residential Brokerage/NRT	\$133,907,264

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
48.	<b>David Troyer</b> Los Altos, CA	Intero Real Estate Services, Inc.	\$133,263,051
49.	<b>Ed Petrie</b> East Hampton, NY	Sotheby's International Realty/NRT	\$132,830,000
50.	<b>Joe Babajian</b> Beverly Hills, CA	Rodeo Realty	\$131,653,251
51.	<b>Terry Cohen</b> Bridgehampton, NY	Saunders & Associates	\$130,815,000
52.	<b>Michael Edlen</b> Pacific Palisades, CA	Coldwell Banker Residential Brokerage/NRT	\$127,384,155
53.	<b>Richard Orenstein</b> New York, NY	Halstead Property	\$122,606,375
54.	<b>Karen Van Arsdale</b> Naples, FL	Premier Sotheby's International Realty	\$121,898,000
55.	<b>Tracy McLaughlin</b> Ross, CA	Pacific Union Real Estate	\$121,783,000
56.	<b>Cristina Condon</b> Palm Beach, FL	Sotheby's International Realty/NRT	\$120,984,000
57.	<b>Diane Saatchi</b> Bridgehampton, NY	Saunders & Associates	\$120,360,944
58.	<b>Jordan Cohen</b> Westlake Village, CA	RE/MAX Olson & Associates	\$119,682,827
59.	<b>Ginger Glass</b> Beverly Hills, CA	Coldwell Banker Residential Brokerage/NRT	\$119,350,290
60.	<b>Jordana Leigh</b> Beverly Hills, CA	Rodeo Realty	\$119,000,000
61.	<b>Mary Bee-Thrasher</b> San Carlos, CA	Today Sotheby's International Realty	\$117,499,276
62.	<b>Joshua Wesoky</b> New York, NY	Sotheby's International Realty/NRT	\$115,838,722
63.	<b>David Caskey</b> Hermosa Beach, CA	Shorewood Realtors	\$114,299,784

# 2014 REAL Trends

## THE THOUSAND AS ADVERTISED IN THE WALL STREET JOURNAL.

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
64.	<b>David Mills</b> Bellevue, WA	John L. Scott Bellevue Main	\$113,503,540
65.	<b>Eloy Carmenate</b> Miami Beach , FL	ONE Sotheby's International Realty	\$112,958,876
66.	<b>Carrie Wells</b> Aspen, CO	Coldwell Banker Mason Morse Real Estate	\$111,979,800
67.	<b>Leighton Candler</b> New York, NY	The Corcoran Group/NRT	\$110,833,125
68.	<b>Deborah Rieders</b> Brooklyn, NY	The Corcoran Group/NRT	\$110,701,500
69.	<b>Suzanne Frisbie</b> Palm Beach, FL	The Corcoran Group/NRT	\$109,715,000
70.	<b>Hugh Cornish</b> Menlo Park, CA	Coldwell Banker Residential Brokerage/NRT	\$107,910,751
71.	<b>Gregg Lynn</b> San Francisco, CA	Sotheby's International Realty/NRT	\$107,649,016
72.	<b>Suzanne Perkins</b> Montecito, CA	Sotheby's International Realty/NRT	\$106,432,500
73.	<b>Santiago Arana</b> Beverly Hills, CA	The Agency	\$105,282,500
74.	<b>Beth Dickerson</b> Boston, MA	Gibson Sotheby's International Realty	\$103,817,300
75.	<b>Bill Ruane</b> El Segundo, CA	RE/MAX Estate Properties	\$103,709,660
76.	<b>Judy Citron</b> Menlo Park, CA	Alain Pinel Realtors	\$103,682,465
77.	<b>Rosario Terracciano</b> Des Plaines, IL	Resurrecting Real Estate	\$103,317,924
78.	<b>Mayi de la Vega</b> Coral Gables, FL	ONE Sotheby's International Realty	\$102,352,476
79.	<b>Kathy Bridgman</b> Los Altos, CA	Alain Pinel Realtors	\$102,185,175

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
80.	<b>Tom Lemieux</b> Menlo Park, CA	Pacific Union Real Estate	\$101,478,750
81.	<b>Bryan Bomba</b> Hinsdale, IL	Coldwell Banker Residential Brokerage/NRT	\$100,852,343
82.	<b>J. Roger Erickson</b> New York, NY	Sotheby's International Realty/NRT	\$99,802,750
83.	<b>Sarah (Rudi) Friedman</b> Great Neck, NY	Laffey Fine Homes	\$98,661,500
84.	<b>Judy Bogard-Tanigami</b> Los Altos, CA	Alain Pinel Realtors	\$98,576,026
85.	<b>Nancy Kennedy</b> Croton-On-Hudson, NY	Houlihan Lawrence	\$97,906,290
86.	<b>Jorge Uribe</b> Coral Gables, FL	ONE Sotheby's International Realty	\$97,726,000
87.	<b>Michael Rankin</b> Washington, DC	TTR Sotheby's International Realty	\$97,576,400
88.	<b>Mario Venancio</b> Rumson, NJ	Gloria Nilson & Co. Real Estate	\$95,503,389
89.	<b>Lavinia Smerconish</b> Bryn Mawr, PA	Berkshire Hathaway HomeServices Fox & Roach, REALTORS	\$95,473,537
90.	<b>Timothy Tamura</b> Corona del Mar, CA	VALIA Properties	\$94,898,750
91.	<b>Brett Lawyer</b> Beverly Hills, CA	Hilton & Hyland	\$94,403,000
92.	<b>Rick Hilton</b> Beverly Hills, CA	Hilton & Hyland	\$94,295,000
93.	<b>Andrew Manning</b> Sherman Oaks, CA	Berkshire Hathaway HomeServices California Properties	\$94,275,884
94.	<b>Hugh Evans, III</b> Los Angeles, CA	Partners Trust	\$94,195,000
95.	<b>Doron Zwickel</b> New York, NY	CORE	\$93,637,000

# 2014 REAL Trends

## THE THOUSAND AS ADVERTISED IN THE WALL STREET JOURNAL.

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
96.	<b>Mary Lu Tuthill</b> Los Angeles, CA	Coldwell Banker Residential Brokerage/NRT	\$92,684,500
97.	<b>Patti McKelvey</b> Chula Vista , CA	McMillin Realty	\$92,074,900
98.	<b>Janet Feinberg Schindler</b> San Francisco, CA	Sotheby's International Realty/NRT	\$91,209,200
99.	<b>Hans Brings</b> Waltham, MA	Coldwell Banker Residential Brokerage/NRT	\$90,717,089
100.	<b>Elaine Pruzon</b> Short Hills, NJ	Coldwell Banker Residential Brokerage/NRT	\$90,364,799
101.	<b>Sabrina Wu</b> San Marino, CA	Coldwell Banker Residential Brokerage/NRT	\$90,322,325
102.	<b>Jonah Wilson</b> Beverly Hills, CA	Hilton & Hyland	\$89,492,550
103.	<b>Sharon Ballas</b> Houston, TX	Greenwood King Properties	\$89,446,178
104.	<b>John Shroyer</b> San Carlos, CA	Today Sotheby's International Realty	\$89,235,625
105.	<b>Nelson Gonzalez</b> Miami Beach, FL	EWM Realty International	\$89,069,600
106.	<b>Melanie Lazenby</b> New York, NY	Douglas Elliman Real Estate	\$88,498,362
107.	<b>Patrick Ginn</b> Vancouver, WA	The Hasson Company	\$88,350,176
108.	<b>Debi Benoit</b> Wellesley, MA	Benoit Mizner Simon & Co.	\$88,344,941
109.	<b>Tom Neel</b> Burlingame, CA	Coldwell Banker	\$88,276,900
110.	<b>Paulette Koch</b> Palm Beach, FL	The Corcoran Group/NRT	\$88,199,250
111.	<b>Michael Libow</b> Beverly Hills, CA	Coldwell Banker Residential Brokerage/NRT	\$87,797,150

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
112.	<b>Arlene Gonnella</b> Short Hills, NJ	Weichert, Realtors	\$87,792,240
113.	<b>Tim Allen</b> Carmel-By-The-Sea, CA	Coldwell Banker Residential Brokerage/NRT	\$87,606,101
114.	<b>Howard Morrel</b> New York, NY	Brown Harris Stevens	\$87,588,000
115.	<b>Bill Fandel</b> Telluride, CO	Telluride Sotheby's International Realty	\$86,915,000
116.	<b>Dana Green</b> Lafayette, CA	Pacific Union Real Estate	\$86,162,970
117.	<b>Lan Liu Bowling</b> Palo Alto, CA	Keller Williams Realty	\$85,813,476
118.	<b>Linda Feinstein</b> Hinsdale, IL	ERA Team Feinstein LLC	\$85,641,481
119.	<b>Zach Goldsmith</b> Beverly Hills, CA	Hilton & Hyland	\$85,214,000
120.	<b>Steve Frankel</b> Beverly Hills, CA	Coldwell Banker Residential Brokerage/NRT	\$84,668,277
121.	<b>Richard Stearns</b> Los Angeles, CA	Partners Trust	\$84,269,710
122.	<b>Jessica Buchman</b> Brooklyn, NY	The Corcoran Group/NRT	\$84,194,100
123.	<b>Maria Manuche</b> New York, NY	The Corcoran Group/NRT	\$84,075,000
124.	<b>J.D. Callander</b> McLean, VA	Weichert, Realtors	\$83,320,872
125.	<b>Nancy Mizrahi</b> Bridgehampton, NY	Saunders & Associates	\$82,669,000
126.	<b>Gail Roberts</b> Cambridge, MA	Coldwell Banker Residential Brokerage/NRT	\$82,537,525
127.	<b>Susan Perryman</b> Beverly Hills, CA	Hilton & Hyland	\$82,149,175

**Top 250 Individual Real Estate Professionals by Sales Volume cont.**

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
128.	<b>David Kramer</b> Beverly Hills, CA	Hilton & Hyland	\$82,140,250
129.	<b>Quin O'Brien</b> Grayslake, IL	4 Sale Realty, Inc.	\$81,643,553
130.	<b>Terri Kerwin</b> Menlo Park, CA	Kerwin & Associates	\$80,865,000
131.	<b>Debora McKay</b> St. Charles, IL	Coldwell Banker Residential Brokerage	\$80,772,000
132.	<b>Angela Crandall</b> Beaverton, OR	John L. Scott Beaverton - Sunset Corridor	\$80,645,930
133.	<b>Lindsay Barton Barrett</b> New York, NY	The Corcoran Group/NRT	\$80,611,501
134.	<b>Steven Shane</b> Aspen, CO	Shane Aspen Real Estate	\$80,464,000
135.	<b>Lilian Jorgenson</b> McLean, VA	Long & Foster Real Estate, Inc.	\$80,107,060
136.	<b>Tim Kerns</b> Menlo Park, CA	Coldwell Banker Residential Brokerage/NRT	\$79,800,300
137.	<b>Neal Ward</b> San Francisco, CA	McGuire Real Estate	\$79,624,500
138.	<b>Randy Solakian</b> Montecito, CA	Coldwell Banker Residential Brokerage/NRT	\$79,365,121
139.	<b>Frank Liu</b> San Jose, CA	RE/MAX Pioneer	\$78,155,900
140.	<b>Dan Encell</b> Montecito, CA	Berkshire Hathaway HomeServices California Properties	\$77,948,350
141.	<b>Bobby Syed</b> Beverly Hills, CA	Coldwell Banker Residential Brokerage/NRT	\$77,093,026
142.	<b>Iva Spitzer</b> New York, NY	The Corcoran Group/NRT	\$76,732,500
143.	<b>Cathy Franklin</b> New York, NY	Brown Harris Stevens	\$76,343,000

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
144.	<b>Lisa Murphy</b> Rye, NY	Houlihan Lawrence	\$76,230,650
145.	<b>Candace Friis</b> Delray Beach, FL	The Corcoran Group/NRT	\$76,187,010
146.	<b>Kyle Passkiewicz</b> Jacksonville, FL	Watson Realty Corp.	\$75,652,073
147.	<b>Brian Lewis</b> New York, NY	Halstead Property	\$75,642,475
148.	<b>Dania Perry</b> Treasure Island, FL	CENTURY 21 Jim White & Associates	\$75,451,150
149.	<b>Ron Wynn</b> Santa Monica, CA	Coldwell Banker Residential Brokerage/NRT	\$75,066,605
150.	<b>Catherine Jones Coburn</b> Avon, CO	Slifer Smith & Frampton	\$74,501,250
151.	<b>George Stickney</b> Wayzata, MN	Coldwell Banker Burnet/NRT	\$74,255,180
152.	<b>David Young</b> San Carlos, CA	Coldwell Banker Residential Brokerage/NRT	\$74,255,000
153.	<b>Steve Gothelf</b> San Francisco, CA	Pacific Union Real Estate	\$74,253,325
154.	<b>Steve Cairncross</b> San Diego, CA	RE/MAX Coastal Properties	\$74,204,790
155.	<b>Coco Tan</b> Cupertino, CA	Coldwell Banker Residential Brokerage/NRT	\$74,033,004
156.	<b>Carol A. Sollak</b> Wellington, FL	Engel & Völkers Wellington	\$73,706,805
157.	<b>Janelle Boyenga</b> Cupertino, CA	Intero Real Estate Services, Inc.	\$73,343,300
158.	<b>Danny Davis</b> New York, NY	Town Residential	\$73,267,095
159.	<b>Mei Ling</b> Cupertino, CA	CENTURY 21 M&M and Associates	\$73,148,750

# 2014 REAL Trends

## THE THOUSAND AS ADVERTISED IN THE WALL STREET JOURNAL.

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
160.	<b>Joan O'Meara</b> Rye, NY	Houlihan Lawrence	\$73,099,650
161.	<b>Ed Kaminsky</b> Manhattan Beach, CA	Shorewood Realtors	\$73,051,788
162.	<b>Mac Mackenzie</b> Irvine, CA	Coldwell Banker Residential Brokerage/NRT	\$72,311,312
163.	<b>Jason Karadus</b> New York, NY	Town Residential	\$71,993,825
164.	<b>Shauna Covington</b> Laguna Beach, CA	Berkshire Hathaway HomeServices California Properties	\$71,955,100
165.	<b>Deborah M. Gordon</b> Brookline, MA	Coldwell Banker Residential Brokerage/NRT	\$71,761,425
166.	<b>Nikki Field</b> New York, NY	Sotheby's International Realty/NRT	\$71,752,500
167.	<b>Hanna Shacham</b> Menlo Park, CA	Coldwell Banker Residential Brokerage/NRT	\$71,570,088
168.	<b>Peggy Fong Chen</b> Arcadia, CA	RE/MAX Omega	\$71,513,672
169.	<b>Tamar Lurie</b> Greenwich, CT	Coldwell Banker Residential Brokerage/NRT	\$71,352,000
170.	<b>David Digregorio</b> Waltham, MA	Coldwell Banker Residential Brokerage/NRT	\$70,958,515
171.	<b>Al Mendrin</b> Fresno, CA	London Properties Ltd.	\$69,931,000
172.	<b>Mark Tyoran</b> Westlake Village, CA	Keller Williams Realty	\$69,685,880
173.	<b>Adrian Reed</b> Hobe Sound, FL	Fenton Lang Bruner & Associates	\$69,580,000
174.	<b>Lauren Muss</b> New York, NY	The Corcoran Group/NRT	\$69,407,500
175.	<b>Phyllis Patterson</b> Alexandria, VA	TTR Sotheby's International Realty	\$69,396,675

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
176.	<b>Vincent Horcasitas</b> Bridgehampton, NY	Saunders & Associates	\$68,991,475
177.	<b>Billy McNair</b> Menlo Park, CA	Coldwell Banker Residential Brokerage/NRT	\$68,800,000
178.	<b>Alex Wang</b> Palo Alto, CA	Sereno Group	\$68,732,873
179.	<b>Joe Piazza</b> Los Gatos, CA	Alain Pinel Realtors	\$68,623,100
180.	<b>Jesse Weinberg</b> Marina Del Ray, CA	Keller Williams Realty	\$68,531,925
181.	<b>Brian Milton</b> Armonk, NY	Houlihan Lawrence	\$68,515,350
182.	<b>Anne DuBray</b> Glenview, IL	Coldwell Banker Residential Brokerage/NRT	\$68,487,990
183.	<b>Sandra Balan</b> New York, NY	The Corcoran Group/NRT	\$68,387,500
184.	<b>Ronnie Glomb</b> Morristown, NJ	Better Homes Realty	\$68,145,752
185.	<b>Minhua Jim</b> Cupertino, CA	Intero Real Estate Services, Inc.	\$68,126,100
186.	<b>Ginger Martin</b> Sonoma, CA	Sotheby's International Realty/NRT	\$68,013,310
187.	<b>Tanya Dzhibrailova</b> San Francisco, CA	Zephyr Real Estate	\$67,950,405
188.	<b>Janice McGlashan</b> La Cañada Flintridge, CA	Coldwell Banker Residential Brokerage/NRT	\$67,908,500
189.	<b>Pascal Liguori</b> Delray Beach, FL	Premier Estate Properties	\$67,560,000
190.	<b>Heidi Dugan</b> Houston, TX	Greenwood King Properties	\$67,380,450
191.	<b>Jill Biggs</b> Hoboken, NJ	Coldwell Banker Residential Brokerage/NRT	\$67,207,339

# 2014 REAL Trends

## THE THOUSAND AS ADVERTISED IN THE WALL STREET JOURNAL.

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
192.	<b>Lynne VanDeventer</b> Okemos, MI	Coldwell Banker Hubbell Briarwood	\$67,162,742
193.	<b>Liz Daschbach</b> Menlo Park, CA	Coldwell Banker Residential Brokerage/NRT	\$66,477,500
194.	<b>Dave MacLeod</b> Huntington Beach, CA	Coldwell Banker Beachside Realtors	\$66,326,063
195.	<b>Karen Heyman</b> New York, NY	Sotheby's International Realty/NRT	\$66,298,000
196.	<b>Tim Gullicksen</b> San Francisco, CA	Zephyr Real Estate	\$66,193,466
197.	<b>Ted Gossett</b> Washington, DC	Washington Fine Properties, LLC	\$66,027,750
198.	<b>Lisa Hutchins</b> Los Angeles, CA	Coldwell Banker Residential Brokerage/NRT	\$65,813,000
199.	<b>Paul Whaley</b> Boston, MA	Coldwell Banker Residential Brokerage/NRT	\$65,595,687
200.	<b>Stan Ponte</b> New York, NY	Sotheby's International Realty/NRT	\$65,471,413
201.	<b>Robert Bredel, Jr.</b> San Carlos, CA	Today Sotheby's International Realty	\$65,344,775
202.	<b>Jinny Ahn</b> Cupertino, CA	Intero Real Estate Services, Inc.	\$65,340,500
203.	<b>Jo-Ann Forster</b> Coral Gables, FL	ONE Sotheby's International Realty	\$65,152,508
204.	<b>Chris Adlam</b> Rolling Hills Estates, CA	Peninsula Sotheby's International Realty	\$65,060,910
205.	<b>Judy O. McLellan</b> Memphis, TN	Crye-Leike Realtors	\$64,839,882
206.	<b>Anne M. Lusk</b> Lancaster, PA	Prudential Lancaster Real Estate	\$64,755,485
207.	<b>Janell Jellison</b> Tucson, AZ	Long Realty Company	\$64,590,688

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
208.	<b>Barbara Koutnik</b> Montecito, CA	Coldwell Banker Residential Brokerage/NRT	\$64,578,258
209.	<b>Kathy Broock-Ballard</b> Birmingham, MI	Max Broock Realtors	\$64,542,454
210.	<b>Stephanie Robinson</b> Birmingham, AL	RealtySouth	\$64,518,639
211.	<b>Susan Burns</b> Montecito, CA	Coldwell Banker Residential Brokerage/NRT	\$64,311,669
212.	<b>Victoria Carter</b> Short Hills, NJ	Weichert, Realtors - Short Hills	\$64,000,000
213.	<b>Patricia Choi</b> Honolulu, HI	Choi International	\$63,849,500
214.	<b>Cathy Blum</b> Houston, TX	Greenwood King Properties	\$63,846,233
215.	<b>Craig Zager</b> Zephyr Cove, NV	Coldwell Banker Select Real Estate	\$63,829,200
216.	<b>Tracy Tutor Maltas</b> Beverly Hills, CA	Douglas Elliman Real Estate	\$63,746,600
217.	<b>Rylan Jacka</b> East Hampton, NY	Sotheby's International Realty/NRT	\$63,743,622
218.	<b>Lucy Kelts</b> Rancho Santa Fe, CA	Berkshire Hathaway HomeServices California Properties	\$63,687,500
219.	<b>Esther Percal</b> Miami Beach, FL	EWM Realty International	\$63,686,800
220.	<b>Colleen Sherlock</b> Houston, TX	Greenwood King Properties	\$63,631,450
221.	<b>Rosemary Allison</b> Santa Rosa Valley, CA	Coldwell Banker Residential Brokerage/NRT	\$63,425,800
222.	<b>Tara Coveney</b> Hingham, MA	Coldwell Banker Residential Brokerage/NRT	\$63,041,229
223.	<b>Barry Peele</b> Beverly Hills, CA	Sotheby's International Realty/NRT	\$63,037,500

# 2014 REAL Trends

## THE THOUSAND AS ADVERTISED IN THE WALL STREET JOURNAL.

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
224.	<b>Barbara Boyle</b> Pacific Palisades, CA	Sotheby's International Realty/NRT	\$62,952,800
225.	<b>Neal Norman</b> Kilauea, HI	Hawaii Life	\$62,884,000
226.	<b>Jennifer Miller</b> Dallas, TX	Ebby Halliday Real Estate, Inc.	\$62,602,900
227.	<b>Leo Nordine</b> Redondo Beach, CA	Nordine Realtors Inc.	\$62,450,339
228.	<b>Pollena Forsman</b> Larchmont, NY	Houlihan Lawrence	\$62,439,842
229.	<b>Pat Petrillo</b> Southampton, NY	Sotheby's International Realty/NRT	\$62,358,660
230.	<b>Sandra Miller</b> Santa Monica, CA	Engel & Völkers Santa Monica	\$62,287,650
231.	<b>Millie Rosenbloom</b> Chicago, IL	Baird & Warner	\$62,264,625
232.	<b>Jeff Ewing</b> Newport Beach, CA	Coldwell Banker Residential Brokerage/NRT	\$62,219,360
233.	<b>Scott Aurich</b> Coronado, CA	Pacific Sotheby's International Realty	\$62,159,850
234.	<b>Gina Lorenzen</b> Greenwood Village, CO	The Kentwood Company	\$62,123,651
235.	<b>Mala Sander</b> Sag Harbor, NY	The Corcoran Group/NRT	\$62,022,500
236.	<b>Ben Lee</b> Beverly Hills, CA	Coldwell Banker Residential Brokerage/NRT	\$61,797,238
237.	<b>David Bellings</b> San Francisco, CA	Coldwell Banker Residential Brokerage/NRT	\$61,595,500
238.	<b>Marla Schneider</b> Glenview, IL	Coldwell Banker Residential Brokerage/NRT	\$61,595,475
239.	<b>Roger Pettingell</b> Longboat Key, FL	Coldwell Banker Residential Real Estate/NRT	\$61,485,750

### Top 250 Individual Real Estate Professionals by Sales Volume *cont.*

	<i>Name</i>	<i>Company</i>	<i>Volume</i>
240.	<b>Scott Grant</b> San Jose, CA	Intero Real Estate Services, Inc.	\$61,456,300
241.	<b>Colleen Lawler</b> Chesterfield, MO	Coldwell Banker Gundaker/NRT	\$61,406,923
242.	<b>Scot Karp</b> Boca Raton, FL	Premier Estate Properties	\$61,250,000
243.	<b>Brian Hazen</b> Aspen, CO	Coldwell Banker Mason Morse Real Estate	\$61,228,500
244.	<b>Denise Fast</b> Marina del Rey, CA	RE/MAX Estate Properties	\$61,162,855
245.	<b>Valerie Mein</b> San Jose, CA	Intero Real Estate Services, Inc.	\$61,088,800
246.	<b>Ellen Francisco</b> Malibu, CA	Coldwell Banker Residential Brokerage/NRT	\$60,934,519
247.	<b>Michele Flood</b> Rye, NY	Coldwell Banker Residential Brokerage/NRT	\$60,927,066
248.	<b>Richard Rano</b> Westerville, OH	RE/MAX Affiliates	\$60,914,791
249.	<b>Patricia E. Stack</b> Vienna, VA	Weichert, Realtors	\$60,893,025
250.	<b>Mick Night</b> Winter Park, FL	Coldwell Banker Residential Real Estate/NRT	\$60,852,025

# Analysis of THE THOUSAND

## Top 250 - Averages

CATEGORY	2014	2013
<b>Individuals Sides</b>	226	223
<i>Prior Year Change</i>	1.4%	3.2%
<b>Individuals Volume</b>	\$108,948,853	\$97,755,394
<i>Prior Year Change</i>	11.5%	40.2%
<b>Teams Sides</b>	392	340
<i>Prior Year Change</i>	15.3%	10.7%
<b>Teams Volume</b>	\$125,096,008	\$102,889,256
<i>Prior Year Change</i>	21.6%	29.8%

## Top States Represented

State	Individuals/Teams
<b>1. California</b>	<b>195</b>
<b>2. New York</b>	<b>96</b>
<b>3. Florida</b>	<b>83</b>
<b>4. Illinois</b>	<b>61</b>
<b>5. Texas</b>	<b>60</b>

## Franchise/Independent Breakdown

Brand	Number of Individuals / Teams
Independent	240
Leading Real Estate Companies of the World	155
Coldwell Banker*	147
RE/MAX	147
Keller Williams Realty	111
CENTURY 21	50
Sotheby's*	48
Berkshire Hathaway HomeServices	33
The Corcoran Group/NRT	26
ERA	14
Prudential	12
EXIT	8
Realty Executives	6
Better Homes and Gardens Real Estate	3
Engel & Volkers	2

\* Includes NRT

## Regional Breakdown

### WEST REGION

93 Individuals / Sides (37%)  
48 Teams / Sides (19%)  
128 Individuals / Vol. (51%)  
89 Teams / Vol. (36%)

### MIDWEST REGION

107 Individuals / Sides (43%)  
81 Teams / Sides (32%)  
16 Individuals / Vol. (6%)  
26 Teams / Vol. (10%)



### SOUTH REGION

38 Individuals / Sides (15%)  
107 Teams / Sides (43%)  
41 Individuals / Vol. (16%)  
79 Teams / Vol. (32%)

### NORTHEAST REGION

13 Individuals / Sides (5%)  
15 Teams / Sides (6%)  
65 Individuals / Vol. (26%)  
56 Teams / Vol. (22%)

SUCCESS IS A JOURNEY, NOT A DESTINATION.  
FIND JOY IN THE JOURNEY.



## CONGRATULATIONS

to the top agents in the United States for being ranked within the REAL Trends The Thousand as advertised in *The Wall Street Journal*. We appreciate all you do for your communities and for fueling the American Dream of Homeownership.

2014  REAL Trends  
**THE THOUSAND**